

William M. Phillips
3710 Montrose Road,
Birmingham, AL 35213

RECEIVED
Distribution Center
Office of Secretary

2-5-2003

ORIGINAL

TO: Kevin J. Martin
FCC
445 12TH Street
Washington, DC 20554

CC: Michael K. Powell
Kathleen Q. Abernathy
Michael J. Copps ✓
Jonathan S. Adelstein
Senator Richard Shelby
Senator Jeff Sessions
Rep. Spencer Bachus'

Dear Mr. Martin

I address this letter to you as the one who, according to press reports, seems to be the most enlightened in this matter. That is of continuing the policy letting competitors access infrastructure of the Bell operating companies at mandated deeply discounted rates and then use that access to turn around and pick off their best customers with reduced prices. Wait a minute – did what I just wrote make any sense at all? **I don't think so.**

For some 30 years I was in the printing business. We worked hard, borrowed money (and paid it back), bought equipment, built a building and were successful enough to have sufficient business to run two shifts hiring additional people. Sort of what America is all about I believe.

Now suppose a group wants to compete with me. The government says to me – you have to let these people come into your plant on the third shift and use your equipment and all your presses and facilities on which you have spent lots of money on meeting all sorts of government mandated rules. All they have to pay you is a deeply discounted hourly rate for your presses. And so with no debt they can now go to my best customers and literally "steal" them away.

That is a ridiculous situation in and of itself - but lets go further. Even with that unbelievable advantage they are terrible business people, borrow money (they don't pay back), and go bankrupt breaking all of their stockholders (read Worldcom and others) in the meantime causing irreparable harm to my company who has been a great corporate citizen (read Bellsouth). They should go to jail – right? Wrong – let's give them another go. **And let them use my plant again.**

This does not only make no sense - it is off the wall ridiculous, unfair and harmful to the entire American system of business. CAN YOU **EXPLAIN THIS TO ME?**

Very truly yours

William M. Phillips

Any of you -

No. of Copies rec'd
List A B C D E



Mr. W. M. Phillips
3710 Montrose Rd.
Birmingham, AL 35213



MR. MICHAEL J COONS
F. C. C.
445 12TH ST
WASHINGTON, DC

